



OM METALS INFRAPROJECTS LTD.

CIN-L27203RJ1971PLC003414



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MGMT SYS
RvA CO71

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AN ISO 9001 : 2000 Certified Co.

Date: March 06, 2019

To,

Corporate Service Department, Bombay Stock Exchange, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 Fax No. 022- 22723121/3027/2039/2061/2041	Listing Department, National Stock Exchange Of India Limited Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E), Mumbai Fax No. 022- 26598237/38 : 66418126
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Dear Sir/Ma'am,

Sub: Presentation to Investors on Un-audited Financial Results for the Quarter and Nine Month ended 31st December, 2018

Please find enclosed herewith the presentation on the Un-audited Financial Result for the Quarter and Nine Month ended 31st December, 2018

Kindly take the same on your records.

Thanking You.

Yours Faithfully

For **Om Metals Infraprojects Limited**



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OM Metals Infraprojects

Investor Presentation – Q3FY19

March 2019



Construction



Infrastructure

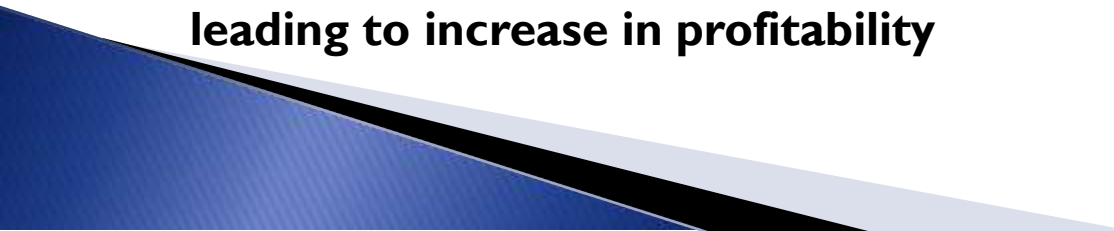


Real Estate

Company Overview

- ❑ **Leading Engineering Construction company with a strong presence in the Hydropower sector and experience spanning more than 4 decades**
- ❑ **Engaged in diversified activities such as execution of turnkey Hydro-mechanical and EPC contracts for Hydropower & Irrigation projects, Foray into Real Estate development & Infrastructure EPC projects**
- ❑ **Successfully executed more than 60 Hydro-mechanical contracts for Hydro-power & Irrigation projects across the country**
- ❑ **Robust Orderbook of Rs. 1533 crores as on 31st December 2018**
- ❑ **Diversification in varied structural steel design & fabrication works in bridges, large building constructions & heavy engineering works**

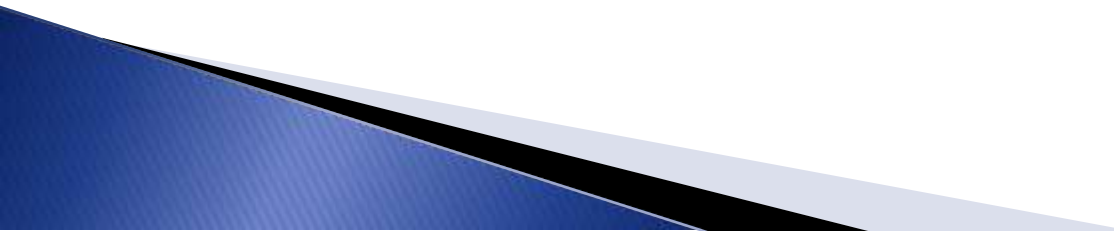
Focus on execution of core EPC & real estate projects

- ❑ **Om Metal Infraprojects focus is on the core business – EPC (Engineering Procurement & Construction) division, which contributes over 70% to the revenues**
 - ❑ **Higher margins in Irrigation & Hydro Mechanical projects to benefit the company**
 - ❑ **Strong revenue visibility with current unexecuted order-book of Rs 1533 crore.**
 - ❑ **The execution of Rwanda and Ghana Projects in Africa are progressing smoothly**
 - ❑ **With balance sheet remains healthy, the company is well placed to better execute its EPC projects and further look for opportunities in this space leading to increase in profitability**
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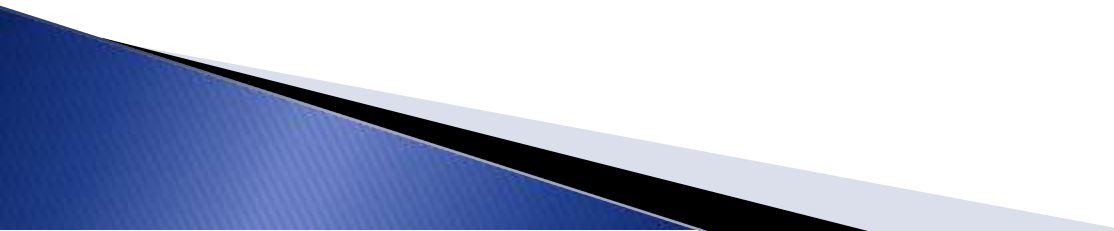
Execution of Real estate projects progressing well

- ❑ Execution of the two key real estate projects; Om meadows (Kota) and Palacia (Jaipur) are progressing well. The finishing, interior and value addition work in Pallacia residential project is going on
- ❑ In the next three years, considering that the reality market to do considerably well, the company expects about Rs 100 crore revenue from Kota project and about Rs 400 crores from Palacia

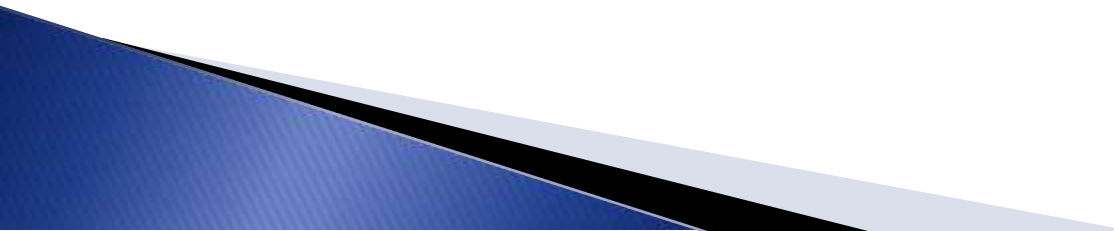
Strong order book pipeline

- ❑ **During Q3FY19, the company has won the big order for construction of Isharda dam project (Rajasthan). The EPC contract value is Rs 615.2 crore for the project.**
 - ❑ **In India, the company on the verge of bid for orders worth of Rs 1500 crore**
 - ❑ **The company has been exploring bids for projects worth of USD 20 million in International markets**
 - ❑ **The company is working to add fresh orders worth Rs.1000 crore in FY20**
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Monetisation of non-core assets

- ❑ **The agreement to sale for Jaipur Hotel (Om Tower) has been done and the entire amount of Rs 36.3 crore has been received as an advance**
 - ❑ **Jaipur industrial land (50% owned by Om Metals associate) is on block and ready for monetization. Small parcels of the land are already in sale mode**
 - ❑ **Company has already given mandate for sale of Packing division**
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Termination of Road SPV project with Rajasthan Govt

- ❑ The company's Road SPV project - Bhilwara Jaipur Toll Road (BJTR) has served a notice of termination. Om metals has 49% stake in this SPV and has done the development of the 212 km road project in Jaipur-Bhilwara Stretch on BOT basis. The project is operational since December 2014**
 - ❑ From 1st April 2018, the private vehicles were made toll free by state govt. Due to this, the company has terminated the said agreement**
 - ❑ Subsequent to termination of concession agreement of this project, the company's application for appointment of arbitrator is pending in court**
 - ❑ Om Metals Infraprojects is expected to get 150% of the equity and the entire debt repayment**
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Detail of Ongoing Contracts – Unexecuted Order-Book at Rs 1533 Crore

Name of Contract	Location	Contract Value	Value of Balance work*	Estimated Completion Date	OMIL Share
Kutchh Canal Power - SSNN	Gujarat	230.0	86.2	Mar-20	100%
Koshi Canal System, Rampur	Uttar Pradesh	193.8	46.4	Mar-20	100%
Ujjain Smart city	Madhya Pradesh	268.0	98.2	Mar-20	50%
Vyasi Hydro Mech	Himachal Pradesh	105.9	47.9	Mar-20	100%
Tapovan Hydroelectric Project	Himachal Pradesh	72.4	25.1	Dec-19	100%
Mpanga Irrigation	Rwanda (South Africa)	107.5	107.5	Mar-20	50%
Kpong Irrigation	Ghana (South Africa)	207.4	189.3	Aug-20	50%
North Koel Reservoir	Jharkhand	38.5	37.0	Mar-20	100%
Kameng Hydro Mech Project	Arunachal Pradesh	325.6	6.9	Dec-18	60%
Kundah Hydro Mech Project	Tamil Nadu	95.0	95.0	Nov-21	50%
Arun-3 Hydroelectric Project	Nepal	157.0	157.0	Jul-22	100%
BairaSiul Power Station	Himachal Pradesh	19.9	18.6	Apr-19	100%
Upper Beda Reservoir	Madhya Pradesh	13.5	3.0	Mar-19	100%
Isarda Dam Project	Rajasthan	615.2	615.2	Dec-21	50%
Total		2449.7	1533.1		

* as on 31st Dec 2018

Execution road map for real estate projects and revenue recognition

Project	Location	Partner	Project Type	Number of Units	Project Area Sq Ft. (OMIL Share)
Om Meadows	Kota	-	Housing	450	4,50,000
Palacia	Jaipur	-	Housing	150	6,45,000
Bandra MHADA	Mumbai	DBRealty & Others	Housing	-	2,50,000
Asvita	Hyderabad	Mahindra Lifespaces	Housing	52	88,000

Real Estate Project	Sold in sq.ft	Unsold in sq.ft.	Total realisable value of revenue (Rs Cr)	Total sold revenue recognised (Rs Cr)	Total unsold revenue to be recognised (Rs Cr)
Om Meadows	180,000	2,70,000	110	20	90
Palacia	203,000	4,42,000	661	110	551
Bandra MHADA*	-	2,50,000	750	0	*750
Asvita	82,000	6,000	40	32	8
Total			1,561	162	1399

- Note: *Bandra Mhada project is subjected to finalization of drawing plan and FSI approval
- The revenue projections are subjected to growth in real estate markets and sale of units (at decided rate and time)

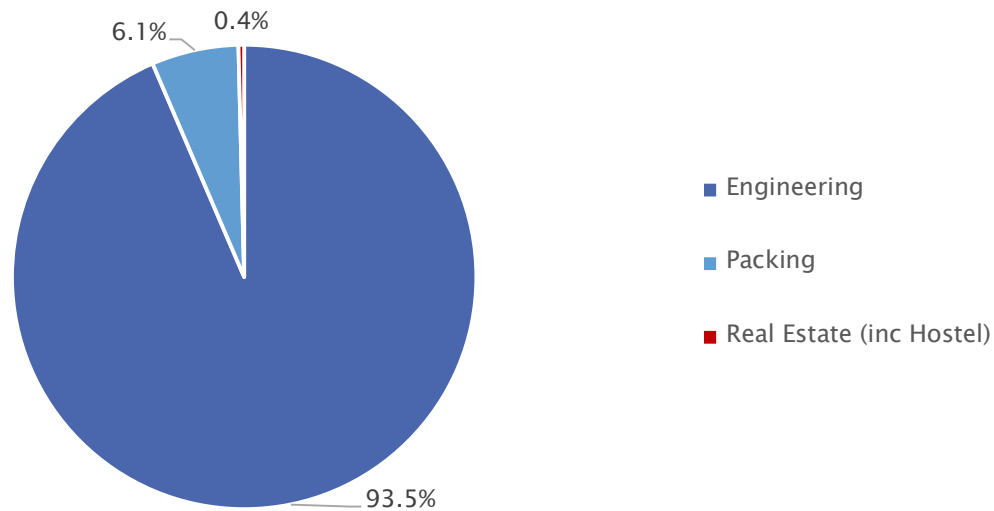
Profit & Loss Statement (Q3 FY19 – Standalone)

Rs Crore	Q3FY19	Q3FY18	YoY
Net Sales	37.51	54.82	-31.6%
Expenses	32.00	39.17	-18.3%
EBITDA	5.51	15.66	-64.8%
<i>EBITDA Margin</i>	<i>14.7%</i>	<i>28.6%</i>	<i>-1387 bps</i>
Other Income	13.52	-4.88	
Depreciation	2.56	3.08	-16.7%
EBIT	16.46	7.70	113.8%
Interest expenses	5.64	1.06	432.3%
Profit before Tax	10.83	6.64	63.0%
Exceptional Item	-2.21	0.00	
PBT after exceptional item	13.03	6.64	96.2%
Tax	0.60	1.47	-59.1%
Profit after Tax	12.43	5.17	140.3%
Profit/loss from discontinued operations	-0.07	-0.22	
Net Profit	12.36	4.95	149.6%

Profit & Loss Statement (9M FY19 – Standalone)

Rs Crore	9MFY19	9MFY18	YoY
Net Sales	161.80	186.73	-13.4%
Expenses	140.52	150.98	-6.9%
EBITDA	21.28	35.75	-40.5%
<i>EBITDA Margin</i>	<i>13.2%</i>	<i>19.1%</i>	<i>-599 bps</i>
Other Income	23.32	8.87	162.9%
Depreciation	7.52	8.83	-14.8%
EBIT	37.07	35.79	3.6%
Interest expenses	13.66	12.96	5.4%
Profit before Tax	23.41	22.83	2.5%
Tax	6.04	4.09	47.5%
Profit after Tax	17.37	18.74	-7.3%
Profit/loss from discontinued operations	-0.82	13.40	
Net Profit	16.55	32.13	-48.5%

Segmental Revenue Break-up (9MFY19 - Standalone)



Please Note: Revenue from Engineering segment include revenue from International Irrigation projects (Rwanda & Ghana) and revenue from Ujjain Smart City also.

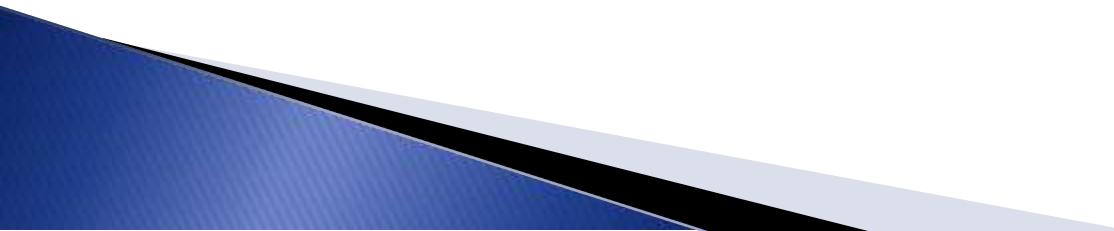
International irrigation projects have started contributing to revenues from Q2FY19.

Execution kick started at the two large international projects

- ❑ \$ 16.5 million project at Rwanda – Africa (50% JV with SPML) is for Irrigation and Watershed Development in Mpanga Sector.
- ❑ Africa government officials laid out the foundation.



Execution picks up at Ghana Project

- ❑ **Another international project at Ghana is for ‘Rehabilitation & completing of Kpong Left Bank Irrigation project’. The total cost of the project is \$ 32 million (50% Om Metals share)**
 - ❑ **The President of Ghana Mr. Nana Akufo- Addo, has laid the foundation for Kpong Left Bank Irrigation Project (KLBIP), at Torgome in the North Tongu constituency of the Volta region, marking the beginning of Om Metals international foray in to infrastructure projects particularly irrigation projects.**
 - ❑ **The project is funded by the World Bank and is implemented by Ministry of Food and Agriculture, Republic of Ghana**
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Jaipur Pallacia – Company's key real estate project



Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

Important developments that could affect the company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations. Om Metals Infraprojects Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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